

**CONTRACTOR SELECTION
FOR
"N233 ELECTRICAL RENOVATION"
NNA10324611R**

On September 14, 2010, the Source Evaluation Team (SET) was provided the proposals from Eaton Corporation and Conti Electrical, Inc. The SET provided the results of their evaluation of the technical submissions by both offerors. Discussions between the SET and myself covered the technical aspects of their evaluation.

As the Source Selection Authority, I assessed the SET's findings and evaluation of the proposals. This Source Selection Statement reflects my independent judgment, consistent with the source selection criteria prescribed by the Request For Proposal (RFP), and sets forth my selection decision.

PROCUREMENT DESCRIPTION

The objective of this acquisition and resulting final contract was to obtain services for the removal and replacement of medium voltage breakers, cable, transformers, and distribution and panel board. Provide new grounding systems, Emergency Power Off (EPO) systems, and temporary power sources. Install new relays and power monitoring devices as pre-purchased by the Government. Provide a 13.8KV ground fault detector, an automatic transfer switch (ATS) protected shield, a new 275 kilovolt-ampere (KVA) un-interruptible power supply (UPS) and 250KVA power distribution unit (PDU) system, and a new in-space air conditioning unit (ISU #16).

Building N233 is the Ames Central Computing Facility (CCF) that provides the IT infrastructure services required for day-to-day operation of the Center. The 50-year-old electrical plant is deteriorating and its renovation is critically needed to mitigate the possibility of major outages due to equipment failure. The electrical renovation work to be performed under the subject project is considered highly sensitive due to the need to manage the construction to minimize IT service outages. The functions provided from this facility include: Financial, Human Resources, Asset Management, Security, and Travel data processing; scientific data processing; email, electronic collaboration and web services; operation of the Center-wide data networks; operation of the Center's computer security systems; and the interfaces to NASA networks and the Internet. These functions are required on a 24 X 7 basis to support critical Center R & D projects including space probes, Center administrative functions, and joint R & D efforts with other Agencies and NASA Centers

EVALUATION PROCEDURE

Proposals were evaluated in accordance with the requirements of FAR Subpart 15.3, Source Selection, as supplemented by NFS Subpart 1815.3, Source Selection. Section M.2, Evaluation Approach, of the RFP advised all offerors the Government may award a contract based solely on initial offers received without discussions. Accordingly, offerors were advised to submit their initial proposal to the Government using the most favorable terms from a cost and technical perspective. The RFP also stated that discussions would be held only if award on the basis of initial offers is determined not to be in the Government's best interest.

At the conclusion of any discussions, as stipulated in FAR 15.307, a Final Proposal Revision (FPR) would be requested from all Offerors still within the competitive range. The essential objective of this process was to identify and select the contractor able to successfully meet the Government's need in the manner most advantageous to the Government, all factors considered. The final overall Technical Acceptability Factor was assessed an acceptable or unacceptable rating. Past Performance was assigned a level of confidence rating. And price was to be evaluated for reasonableness.

The SET presented its findings to the Source Selection Authority (SSA). The SSA's decision was based on a comparative assessment of proposals against all source selection criteria in the solicitation. While the SSA may use

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reports and analyses prepared by others, the source selection decision shall represent the SSA's independent judgment. The contract award would be to the responsible Offeror whose proposal represents the best value after evaluation in accordance with the criteria set forth in the solicitation.

Award would be based on the evaluation of three (3) factors: Technical Acceptability, Past Performance, and Price. The resulting award would be the result of the awardee's the best value after evaluation. The procurement would be conducted using a combination of technically acceptable baseline requirements including meeting Safety and Health requirements and Small Business Utilization requirements (including Small Business Subcontracting Goals (if applicable)) and a tradeoff of past performance; and price.

The evaluation was based on the information presented in the written subfactors. The proposal must specifically address each listed evaluation subfactor.

(1) Technical Acceptability Factor

The Offerors were evaluated and rated based on the Technical Acceptability subfactors set forth. The technical acceptability of proposals was rated based on a met/unmet basis, with assigned ratings of Acceptable (A), Potentially Acceptable (PA), or Unacceptable (U). The Government established baseline requirements listed in the below table to be met with a rating of Acceptable in order to be considered technically acceptable.

Definition of Technical Acceptability Ratings

Acceptable (A)	Met rating for this aspect of the proposal.
*Potentially Acceptable (PA)	After the initial evaluation, the rater anticipates additional information could be provided by an offeror during discussions would result in a proposal rating of Technically Acceptable ("met") for this technical aspect of the proposal.
Unacceptable (U)	Unmet rating and failure for this aspect of the proposal.

*A proposal is rated "Potentially Acceptable" when after the initial evaluation, the rater anticipates additional information that could be provided by an offeror during clarifications or discussions would result in a proposal rating of Technically Acceptable ("met"). The offeror will need to revise or further explain their proposal. If, upon review of the new or revised information, the proposal does not meet the government's requirements, a "Technically Unacceptable" rating may be warranted. Although an offeror may receive a rating of "Potentially Acceptable," it does not guarantee that discussions will be held or that the offeror will automatically be included in the competitive range if discussions are held.

INDEX OF TECHNICAL ACCEPTABILITY SUBFACTORS

P ara.	Subfactor Title	Elements
A	Technical Approach and Construction Schedule	Technical and management approach, ability to meet all required regulatory requirements, construction schedule
B	Safety and Health	Safety and Health Plan
		Recent OSHA Form 300
C	Small Business Utilization	Subcontract Plan

A. Technical Approach and Construction Schedule (Subfactor): The Statement of Work included in the RFP served as the Government's baseline requirement. Proposals must have demonstrated that the offered items(s)/services(s) met the baseline requirement.

Government Baseline Requirement

The following must be met with a rating of Acceptable:

Refer to Section C, DESCRIPTION/SPECIFICATION/STATEMENT OF WORK	<ul style="list-style-type: none">• The Government will evaluate the Offeror's discussion its technical capability to perform the Statement of Work (see Section C) in accordance with state and local industry standards.• The Government will evaluate the Offeror's work plan and its approach, including risk, to implementing the work plan that will 1) meet all construction, quality, schedule, safety, and regulatory requirements applicable to all aspects of the end item and 2) to successfully complete the project.• The Government will evaluate the Offeror's discussion of its overall management approach to managing this contract to insure that the Government will receive responsive, quality and cost effective services under this contract.
Proposed Construction Schedule:	The Government will evaluate the Offeror's Gantt chart incorporating the period of performance which indicate the date the contractor receives the notice to proceed (estimate 10 days after award) until contract completion and its demonstration on how well the schedule supports a clear understanding of the requirements. The Gantt chart shall include the work breakdown of the project.

B. Safety and Health Plan: The Offeror's Safety and Health Plan was evaluated to determine soundness, technical merit, innovativeness, efficiency, and effectiveness of the offeror's response to the management of safety and health hazards that will be expected during the course of this contract in accordance with NPR 8715.3 and APR 1700.1. The plan was evaluated for the following:

The Offeror's detailed written Safety and Health Plan for completeness and comprehensiveness to the management of safety and health hazards that will be expected during this contract in accordance with NPR 8715.3 and APR 1700.1, and shall include, at a minimum, those listed below (per Appendix A of APR 1700.1):

(a) Management Leadership and Employee Participation

- Statement of the Offeror's corporate safety policy
- Statement of specific goals and objectives to be met
- Description of management's procedures for implementing its commitment to Safety and Health including description of processes and procedures for making this plan visible in all contract and subcontract activities and products
- Description of procedures to promote and implement employee involvement
- Description of line and staff responsibilities for Safety and Health program implementation
- Description of procedures for ensuring that management and employees will be held accountable for implementing their tasks in a safe and healthful manner
- Description of the method for internal program evaluation

- Identification of procedures used to assure that the Offeror's procurements are reviewed for safety considerations
- (b) Workplace Analysis
- Description of the methods for identification of workplace hazards including the procedures and techniques used to compile an inventory of hazards associated with the work to be performed
 - Description of requirements and procedures for regular inspections and evaluations of work areas and implementation of corrective actions
 - Description of methods for encouraging employee reporting of hazardous conditions
- (c) Mishap Investigation and Workplace Analysis
- Description of methods to assure reporting and investigation of mishaps including corrective actions implemented to prevent recurrence
 - Description of approach to performing trend analysis of data via Accident/Incident Summary Reports, and Log of Occupational Injuries and Illnesses
- (d) Hazard Prevention and Control
- Description of approach to consideration and selection of controls
 - Description of methods to assure relevant hazardous situations and proper controls are identified in documentation, such as, inspection procedures, test procedures, etc.
 - Description of procedures for obtaining, inspecting, and maintaining protective equipment
 - Description of responsibilities for maintaining facilities baseline documentation in accordance with Center requirements
 - Description of approach to preventive maintenance
 - Description of your medical surveillance program to evaluate personnel and workplace conditions
- (e) Emergency Response
- Description of approach to emergency preparedness and contingency planning which addresses fire, explosion, inclement weather, environmental releases, earthquakes, etc.
- (f) Safety and Health Training
- Description of Offeror's internal training program including identification of responsibility for training employees to assure understanding of safe work practices. Describe personnel certification programs, and approaches to ensure that training is retained and practiced

The Safety and Health Plan evaluation was based on a met/unmet basis, with assigned ratings of Acceptable (A) or Unacceptable (U).

Definition of Safety and Health Ratings

Acceptable (A)	Met rating for this aspect of the proposal.
Unacceptable (U)	Unmet rating and failure for this aspect of the proposal.

C. Small Business Utilization:

The evaluation of Small Business Subcontracting applied to all Offerors. Although small business concerns were not required to submit a Small Business Subcontracting Plan as required by FAR clause 52.219-9, *Small Business Subcontracting Plan* and its *Alternate II*, NASA will evaluate small business subcontractor participation to the extent that subcontracting opportunities exist.

The evaluation of SDB participation applied to all Offerors.

(a) Small Business Subcontracting

(1) The Small Business Subcontracting Plan will be evaluated in terms of the Offeror's proposed subcontracting goals (overall subcontracting goals and individual subcontracting goals by small business category) in comparison to the Contracting Officers assessment of the appropriate subcontracting goals for this procurement. The Offeror's Small Business Subcontracting Plan will also be evaluated in terms of meeting the

requirements of FAR 19.704, Subcontracting Plan Requirements. The evaluation of the Small Business Subcontracting Plan will be on the basis of total contract value.

(2) Small businesses are not required to submit subcontracting plans. NASA will only evaluate the amount of work proposed to be performed by the small business prime and any small business at the first tier subcontract level. The proposed amount of work to be done by the prime small business and first tier small business subcontractors will be evaluated against the Contracting Officer's assessment of the overall subcontracting goal for this procurement. Individual subcontracting goals by small business categories will not be evaluated for small business primes and their first tier subcontractors.

(b) Commitment to Small Businesses

(1) NASA will evaluate the extent to which any work performed by a small business subcontractor(s) is identified as "high technology". NASA also will evaluate the extent of commitment to use the subcontractor(s) (enforceable vs. non-enforceable commitments).

(2) NASA will evaluate the extent to which the identity of the small business subcontractor is specified in the proposal as well as the extent of the commitment to use small businesses. (For small business Offerors, NASA will evaluate this only if subcontracting opportunities exist.)

(3) NASA will evaluate the Offeror's established or planned procedures and organizational structure for small business outreach, assistance, participation in the Mentor Protégé program, counseling, market research and small business identification, and relevant purchasing procedures. (For large businesses Offerors, this information should conform to its submitted Small Business Subcontracting Plan. For small business Offerors, NASA will evaluate this only if subcontracting opportunities exist.)

(c) SDB Participation

(1) The Government will evaluate the reasonableness of the proposed SDB participation along with supporting rationale against total contract value. Specific identification of SDB contractors and associated work will be evaluated for feasibility.

The SBU evaluation will be based on a met/unmet basis, with assigned ratings of Acceptable (A) or Unacceptable (U).

Definition of SBU Ratings

Meets	Met rating for this aspect of the proposal.
Does Not Meet	Unmet rating and failure for this aspect of the proposal.

(2) Past Performance and Relevant Experience Factor. The Government evaluated the relevant quantitative and qualitative aspects of each Offeror's record of performing services or delivering products similar in size, content, and complexity to the requirements of the current acquisition. In addition, the relevancy of the example contracts was evaluated to determine the offeror's capability to successfully complete this requirement as described in Section C of this solicitation.

Past Performance and Relevant Experience was assigned a level of confidence rating. Past Performance and Relevant Experience shall be evaluated for each Offeror using the following levels of confidence ratings:

Definition of Ratings

Very High Level of Confidence	The Offeror's relevant past performance is of exceptional merit and is very highly pertinent to this acquisition; indicating exemplary performance in a timely, efficient, and economical manner; very minor (if any) problems with no adverse effect on overall performance. Based on the Offeror's performance record, there is a very high level of confidence that the Offeror will successfully
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	perform the required effort. (One or more significant strengths exist. No significant weaknesses exist.)
High Level of Confidence	The Offeror's relevant past performance is highly pertinent to this acquisition; demonstrating very effective performance that would be fully responsive to contract requirements with contract requirements accomplished in a timely, efficient, and economical manner for the most part with only minor problems with little identifiable effect on overall performance. Based on the Offeror's performance record, there is a high level of confidence that the Offeror will successfully perform the required effort. (One or more significant strengths exist. Strengths outbalance any weakness.)
Moderate Level of Confidence	The Offeror's relevant past performance is pertinent to this acquisition, and it demonstrates effective performance; fully responsive to contract requirements; reportable problems, but with little identifiable effect on overall performance. Based on the Offeror's performance record, there is a moderate level of confidence that the Offeror will successfully perform the required effort. (There may be strengths or weaknesses, or both.)
Low Level of Confidence	The Offeror's relevant past performance is at least somewhat pertinent to this acquisition, and it meets or slightly exceeds minimum acceptable standards; adequate results; reportable problems with identifiable, but not substantial, effects on overall performance. Based on the Offeror's performance record, there is a low level of confidence that the Offeror will successfully perform the required effort. Changes to the Offeror's existing processes may be necessary in order to achieve contract requirements. (One or more weaknesses exist. Weaknesses outbalance strengths.)
Very Low Level of Confidence	The Offeror's relevant past performance does not meet minimum acceptable standards in one or more areas; remedial action required in one or more areas; problems in one or more areas which, adversely affect overall performance. Based on the Offeror's performance record, there is a very low level of confidence that the Offeror will successfully perform the required effort. (One or more deficiencies or significant weaknesses exist.)
Neutral/ Unknown Confidence	In the case of an Offeror without a record of relevant past performance or for whom information on past performance is not available, the Offeror may not be evaluated favorably or unfavorably on past performance [see FAR 15.305(a) (2) (ii) and (iv)].

SOLICITATION AND RECEIPT OF PROPOSALS

RFP No. NNA10324611R for the electrical renovation of NASA ARC building N233 was publicized through NAIS on July 7, 2010. The RFP was issued on Aug. 11, 2010. Two (2) site visits were conducted on July 28 and August 20. The following companies had representatives attending this event: Eaton Corp., DWG & Associates, Rosendin, Royal, Syska Hennessy, Contra Costa Electric, and Systems Electric. Ms Teresa Kurtz, IT Project Manager, ARC-I, represented the Requiring Activity. Offerors were informed to submit all questions in writing or electronically. Four (4) amendments were issued from 1 June thru 15 Sep 06, the solicitation closing date. These amendments were the following:

- a. Amendment No. 1, dated 8/12/10
Substituted the RFP's Attachment J-8, Past Performance Questionnaire, with a corrected version.
- b. Amendment No. 2, dated 8/20/10
Provided results of the site visits held on 7/28 & 8/20 and amended Sections G.8 and L.17 of the RFP.
- c. Amendment No. 3, dated 9/2/2010
Provided clarifications to the specifications.
- d. Amendment No. 4, dated 9/8/2010
Corrected Attachment J-7, Small Business Subcontracting Goals.

A total of two (2) proposals were received on Sept. 13, 2010 in response to the solicitation.

On Sept. 14, 2010 the Source Evaluation Team (SET) Kick-Off Meeting was held between the Contracting Officer and the SET voting members to ensure they understood the evaluation procedures outlined in the Acquisition Plan. The two (2) technical proposals received in response to the RFP were provided to the SET members for their evaluation.

During the initial review of all proposals and prior to discussions, SET members evaluated the two offers to identify each of the Offerors' proposals as noted by each SET members' individual worksheets. The proposals from Eaton Corporation and Conti Electrical, Inc. were considered potentially acceptable where additional information could be provided by the offerors during discussions for revised proposal ratings of Technically Acceptable ("met"). Specifically, both offerors' proposals required additional information relative to their respective Safety and Health Plans and Subcontract Plans. Discussions were held on Sept. 22, 2010 with a proposal revision submittal date of Sept. 27, 2010. During discussions, both Offerors were advised that their revisions, coupled with their original submissions, constituted their final revised proposal(s). They were also advised that their respective pricing was open for adjustment based on the discussions conducted. Both revisions were submitted via email on time.

Attachment A provides the various topics of discussion held with each Offeror on Sept. 22, 2010.

The findings of the TEB were noted by each TEB member in his individual worksheet and then incorporated into the TEB Board Report after a consensus rating determination was made by the TEB for each proposal. The final overall ratings given to each technical proposal are show below:

Technical Acceptability

	Offeror	Overall Technical Rating
1	Eaton Corp.	Acceptable
2	Conti Electric	Acceptable

	Offeror	Overall Safety & Health Plan
1	Eaton Corp.	Acceptable
2	Conti Electric	Acceptable

	Offeror	Overall Small Business Utilization
1	Eaton Corp.	Meets
2	Conti Electric	Does Not Meet (Refer Below)

The initial offers by both Eaton Corp. and Conti Electric, Inc. warranted further discussions due to the incomplete subcontracting plan from Eaton and Conti's absence of a plan.

Upon receipt of Conti's Small Business Subcontract Plan, their plan was noted to lack demonstrated commitment to use subcontractors. Conti provided certificates, but certificates do not fully define the type of agreements between Conti and the potential subcontractors. Rationale for proposed SDB participation - J-7 was not completed (NAICS etc. incomplete). Although Conti's Subcontracting Plan was provided; however, a revised J-7 was not provided or properly completed. Page 3 - #10 states a \$100,000 estimated value to a Women Business Enterprise which was not the same as #4 nor any indication of the amount being a portion of the large business subcontracting. These findings required additional clarification.

Past performance ratings resulted in the following ratings by the TEB:

	OFFEROR	PAST PERFORMANCE
		(For Relevant Experience)
1	Eaton Corp.	High Level of Confidence
2	Conti Electric	High Level of Confidence

Based on all information received and the reviews and evaluations conducted, Eaton Corp. was rated as acceptable on the technical evaluation factor with a high level of confidence in past performance. Contrary, Conti Electrical, Inc. was rated as unacceptable in the technical evaluation for a deficient Small Business Subcontracting Plan. The Contracting Officer reviewed the final result of the SET evaluation and concurred with the findings and ratings. Upon review of the SET's evaluation of the Final Revised Proposals from Eaton and Conti, a competitive range of one (1) existed once the determination that Eaton met all of the RFP's criteria. Conti, by not being responsive with their final revised proposal, was no longer considered for award.

SELECTION DECISION OF THE SOURCE SELECTION AUTHORITY

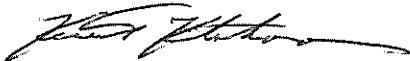
The assessment of the proposals against the source selection criteria was as prescribed in the RFP and fairness was rendered towards both offerors relative to discussions and opportunities to improve their respective proposals. Upon the call for Final Revised Proposals, both offerors were expected to provide complete responses to the Government's concerns. With that note, Conti fell short, the decision to award the contract was considered unbiased and respectful of the rules.

A review of the above findings was carefully considered and has my concurrence. Considering that only two proposals were received and although Conti, Inc. could have been determined non-responsive due to the lack of a subcontract plan, I concur with the need to conduct discussions with both offerors for the Government's best interest for a competitive environment.

I concur with the determination to exclude Conti from further award consideration once it was determined that further discussions were required in order to obtain a technical acceptability rating for Conti at the expense of Eaton who had already met all of the RFP's selection criteria with their Final Revised Proposal.

In consideration of Eaton's proposal and their price, I agree that their price is reasonable for the work required.

Accordingly, based on the above facts and factors for award, I select Eaton Corporation for award. Their proposal represents the best value to the Government.



KENNETH KITAHARA
SOURCE SELECTION AUTHORITY